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[Full text](#) [Abstract](#)
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[Full text](#) [Abstract](#)
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- ☐ 30. **SHARING SNAPSHOTS ON THE WEB USING DIGITAL IMAGING TO CREATE AN INTERNET PHOTO ALBUM FOR FAMILY AND FRIENDS ALL AROUND THE WORLD CAN BE AS CONVENIENT AS SENDING A MASS E-MAIL FROM YOUR PC AT HOME; [STATEWIDE Edition]**
JOHN M. MORAN, Courant Staff Writer. Hartford Courant. Hartford, Conn.: Aug 20, 1998. p. F.1

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JOHN M. MORAN, *Courant Staff Writer*. *Hartford Courant*. Hartford: Aug 20, 1998. pg. F.1

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Source Type: Newspaper
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Text Word Count: 1101
Article URL: http://gateway.proquest.com/openurl?ctx_ver=z39.88-2003&res_id=xri:pqd&rft_val_fmt=ori:fmt:kev:mtx:journal&genre=article&rft_id=xri:pqd:did=00000003

Abstract (Article Summary)

Relatives and friends want to see pictures of how the kids -- 2-year-old Sara and 6-month- old Eric -- are growing up. But with most of the in-laws living in Spain and with friends scattered across the United States, sending around multiple copies of the latest roll of snapshots isn't easy or cheap.

So [Peter] Dalpe, media relations manager for the Connecticut Business and Industry Association, has hit upon a quick and efficient solution. He has his photographs scanned as digital images and then posts them on the World Wide Web.

"The potential for digital photography and digital services is huge because of how the PC market is growing," said Paul Gordon, vice president for Konica Photo Imaging. "We're only tapping into a small part of the market."

Full Text (1101 words)*Copyright @ The Hartford Courant 1998)*

For Peter Dalpe, handling photographs the old- fashioned way is a real chore.

Relatives and friends want to see pictures of how the kids -- 2-year-old Sara and 6-month- old Eric -- are growing up. But with most of the in-laws living in Spain and with friends scattered across the United States, sending around multiple copies of the latest roll of snapshots isn't easy or cheap.

So Dalpe, media relations manager for the Connecticut Business and Industry Association, has hit upon a quick and efficient solution. He has his photographs scanned as digital images and then posts them on the World Wide Web.

"As soon as the whole thing is done, we send out this mass e-mail saying, 'The site has been updated. Go get it,'" Dalpe said. "And the nice part of it is, it's very convenient."

The Internet family photo album is just one way computer owners are using digitized images to transform the age-old experience of sharing family photos.

Whether by e-mail or over the Web, more people are swapping electronic versions of their favorite snapshots in lieu of passing around traditional printed pictures.

Such digital images even enable PC users to use their pictures in ways that were difficult or impossible with regular prints -- such as creating illustrated newsletters, homemade calendars, greeting cards, even iron-on T-shirts.

Though still in its infancy, the trend toward digital photographs holds great promise, industry experts say.

"The potential for digital photography and digital services is huge because of how the PC market is growing," said Paul Gordon, vice president for Konica Photo Imaging. "We're only tapping into a small part of the market."

The trend is both a wake-up call and a business opportunity for companies that sell film, developing and photo printing. Many are responding by adding digital scanning to their customary range of services.

Ultimately, the rise of digital photos could represent one of the biggest changes in home photography since George Eastman, founder of [Eastman Kodak Co.](#), created an industry by developing flexible film.

"George Eastman used to say, you click the camera and we'll do the rest.' Now we say, you click the camera -- and the mouse -- and we do the rest," said Phil Garfinkle, president and chief executive of PictureVision Inc. in Herndon, Va.

PictureVision, now controlled by [Kodak](#), is one of the leading services for creating digital images for consumers from conventional 35mm film.

"It's just sort of the evolution of picture-taking," said Garfinkle. "Digitized photos make it easy for consumers to share their pictures."

For now, getting consumers used to the idea of paying for a set of digital photographs to go with their customary set of 4-by-6-inch prints is a gradual process. Garfinkle won't say what percentage of customers are asking for digital prints.

But the notion is expected to get a huge boost in the next six months when [America Online](#) and [Kodak](#) introduce their "You've Got Pictures" service.

The service will allow the 12 million-plus members of [AOL](#) to have digital versions of their snapshots delivered to an e-mailbox for a fee simply by writing down their [AOL](#) screen name when dropping off a roll of film for processing. By next spring, the You've Got Pictures service will be available at about 30,000 locations nationwide.

[Kodak](#) is far from alone in the race to offer digital photographs to the consumer market. [Fuji Photo Film USA](#) is establishing its own service, called FujiFilm.Net.

Howard Locke, who is overseeing the service, said the company has gotten good feedback from consumers who have tried it in test markets in California and New York.

Having digital photos on the Internet allows users to easily send photos via e-mail or even share their password so relatives and friends can view the photos and order their own prints on-line.

But Locke said it will be a job to educate consumers about the benefits. "It's a new service, and it's not something that everybody is familiar with," he said.

Traditional photofinishers have little choice but to recognize the trend toward digital photographs and find a way to offer it to consumers, said Edward McCabe, president of Mystic Color Lab.

"When the marketplace moves, you have to move with it. If you're not moving forward, you're going to get run over," McCabe said. "Digital is the wave of the future."

Currently, Mystic charges customers an additional \$4.95 per roll to have a digital set of their photos returned to them on diskette or via a special Internet Web site operated by **PhotoNet**.

But McCabe said that over time, the Internet version is likely to become the leading way people get their digital photos because it offers key advantages over floppy disks.

For one thing, the greater storage space available on the Internet allows Mystic Color Lab and others to offer better-quality digital images that would be too large to fit on a conventional floppy. For another, it is far faster and easier for people to share their photos with others over the Internet.

"We want to be ahead of the curve there so that when this digital explosion comes, we're prepared for it," McCabe said.

Ⓢ **Kodak** plans to solve the problem of squeezing photos onto floppy disks by soon introducing a service to create photo CD-ROMs. With their far greater storage capacity, CD-ROMs will enable consumers to receive many more high-quality digital photos than is possible with a floppy.

The growing use of digital cameras might accelerate the trend toward digital photos. Though still pricey, digital cameras have been steadily increasing the quality of their images and their storage capacity.

"The prices are falling and the quality is going up. It's just an amazing thing to watch," said Alan Verch, a spokesman for Ⓢ **Polaroid Corp.**, which sells digital cameras. "What amazes me is the rapidity with which digital photography is entering the mainstream."

Despite such growth, however, companies selling film, developing and printing services see little likelihood that consumers will soon forsake their 35mm and advanced photo system cameras for all-digital photography.

"We see these as growth of the category, not competition for the category," said Ⓢ **Kodak** spokesman Charlie Smith.

Ⓢ **Konica's** Paul Gordon agrees: "Technology doesn't move as fast as people would like to think it does. The conventional film type of photography is going to be here for a long time."

Nevertheless, in a world where many people order two copies of their photos -- one to keep and one to share -- it appears likely that one set of those prints will soon be electronic.

[Illustration]

GRAPHIC: (color), Michael McAndrews / The Hartford Courant

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[Full text](#) [Abstract](#)
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 [Abstract](#)

31-60 of 86

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